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OCT 14 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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MAIL BRANCH

OFFICE OF THE SECRETARY  
FEDERAL COMMUNICATIONS COMMISSION  
ATTN. DOCKET NO. 92-90

DEAR SECRETARY,

WE ARE SENDING THIS LETTER WITH AN URGENT PLEA; DO NOT PASS DOCKET NO. 92-90. AS A REALTOR IT IS IMPERITIVE THAT WE USE THE TELEPHONE AS A MARKETING TOOL. THE RESIDENTIAL REAL ESTATE INDUSTRY NEEDS TO KEEP GROWING TO KEEP THE ECONOMY GROWING. I AM SURE YOU CAN UNDERSTAND THE CORRELATION. WITHOUT THE USE OF TELEPHONE SALES WE COULD NOT CONTINUE ON A POSITIVE CLIMB.

IT IS CRITICAL THAT DOCKET NO. 92-90 DOES NOT PASS. PERSON-TO-PERSON SOLICITATIONS IS A PRODUCTIVE, EFFECTIVE MARKETPLACE THAT DESPERATLEY IS NEEDED IN OUR BUSINESS. DOCKET NO. 92-90 TELEPHONE CONSUMER PROTECTION ACT OF 1991 WILL HAVE A NEGATIVE EFFECT ON REAL ESTATE. THIS HAS TO BE CONSIDERED. THANK YOU.

SINCERELY,

*Maggie Wegner*

RE/MAX

Above  
the  
Crowd!

92-90

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MAIL BRANCH

RE/MAX Today

REALTORS®

Olivia Tam Reese

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

To Whom it may concern:

I feel that it's so important to allow real estate industry to solicit business through telephone.

Recently I was able to connect to a client through telephone solicitation. They thank me over and over again because I saved them time to search for a real estate agent. They were able to interview with me initially on the phone. They appreciate my diligence and proactive action. Please do not take it away from them and also our industry.

Sincerely,  
Olivia Reese



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OFFICE OF THE SECRETARY  
FEDERAL COMMUNICATIONS COMMISSION  
ATTN. DOCKET NO. 92-90

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SINCERELY,

*Henry R Milano*



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FEDERAL COMMUNICATIONS COMMISSION

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MAIL BRANCH

October 7, 1992

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D. C. 20554  
Attn: Docket No. 92-90

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:

It has come to my attention that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. I am writing to let you know how important "cold calling" is to my business.

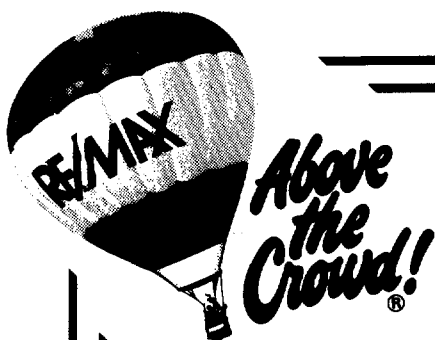
"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

*Diana Lee*



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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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**MAIL BRANCH**

October 8, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

Please do not pass the legislation restricting person-to-person "cold" calls for the Real Estate Industry.

I have found this to be a terrific way of promoting good-will in areas where I work. My calls give residents valuable information on homes that are available in their area, and homes that have sold. Many home-owners have great pride in their neighborhoods, and are pleased that I call and give them this type of information, as it keeps them up-to-date on current market conditions in their area.

During the course of our conversation, I ask people if they have considered selling their property, and I find people are generally happy to talk with me. I am not trying to sell them anything, and if they don't want to be bothered, I leave them alone.

Restricting these calls would be a disservice to the real estate industry, and to the homeowners we represent. Please do not pass this legislation.

Cordially,

*Donald B. Grindle*  
Donald B. Grindle  
Realtor

**RE/MAX** House of Brokers

Suite A  
1365 E Bradford Parkway  
Springfield, Missouri 65804  
(417) 887-5333

Each Office Independently Owned and Operated



# Ted & Mary Macy

CRP™, CRS®, GRI

*"North Fulton's Leading Real Estate Team"*

Associate Brokers

Life Member Million Dollar Club

RE/Max 100% Club

Direct# (404) 992-2300 24 Hours

Toll Free: (800) 275-2302

Fax: (404) 642-7871

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August 11, 1992

6:44 PM, Sunny 92°

OCT 13 1992 Have a Peach of a Day

MAIL BRANCH

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OCT 14 1992

Office of the Secretary  
Federal Communications Commission  
Attention: Docket No. 92-90  
1919 M Street, N.W.  
Washington D. C. 20554

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

To Whom it may Concern:

We were concerned to learn that your commission is drafting a regulation to restrict person-to-person solicitations to residential homes. As a professional real estate agent, the majority of my business and income is derived from soliciting buyers and sellers on the telephone. Most of the people I contact in this manner are pleased to talk with a professional agent regarding real estate. Many of the customers & clients I have derived by this method of prospecting have been in need of professional services and knew of no one to call to assist them.

The 90's is truly an information age and the better the public is informed of their alternatives and the services available to them, the better prepared they are to make wise decisions. This is particularly imperative during a time when home values have decreased and the public must get as much as possible for their homes. Our ability to contact and advise homeowners of their real estate alternatives is critical to the economy. Any legislation which restricts or impairs our freedom to speak with people, seems to me to be almost unconstitutional.

Please consider the disservice this legislation may do to both the public. Also consider the problems which may occur in our industry when the best professional agents cannot get word to the selling and buying public regarding their services.

Sincerely,

Ted & Mary J. Macy  
Associate Brokers, CRP™, CRS®, GRI



**RE/MAX®**

Affiliates North  
1585 Holcomb Bridge Road  
Roswell, Georgia 30076  
404-993-4848



"each office independently  
owned and operated."

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

OCT 13 1992

MAIL BRANCH

October 9, 1992

Federal Communications Commission  
1919 M Street NW  
Washington, D.C. 20554

RE: Docket No. 92-90

Attn: Office of the Secretary

This letter is to let you know how critical cold calling is for us in the real estate industry.

This part of our business is vital to our success and if we are restricted from this activity we feel that it is an infringement on our rights as independent contractors.

It is our sincere hope that we can continue to do business and provide our professional level of service through telephone communications.

Sincerely,

RE/MAX Canyon Creek Realty Inc.

When you call, please refer to this letter.

RE: 92-90

**RE/MAX® Canyon Creek Realty, Inc.**

22232 17th Avenue S.E. #207  
Bothell, WA 98021 • (206) 481-8888



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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

October 6, 1992

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OCT 13 1992

MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M. Street, N.W.  
Washington, D.C. 20554

To Whom It May Concern:

This letter is to let you know that I as a residential real estate agent cannot continue to be successful in this business if I am restricted from making cold calls on the telephone. I am imploring you not to draft a regulation to restrict person-to-person solicitations to residential homes.

The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

*Suzanne Hamilton*

↓ I would suggest you restrict these solicitations  
to ~~exclude~~ tape recorded messages only.

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

October 7, 1992

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D. C. 20554  
Attn: Docket No. 92-90

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:


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"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,



**Klowden-Forness**  
1235 Avocado Boulevard  
El Cajon, California 92020  
Business (619) 593-4300  
Residence (619) 561-3896



**Lupe Rodriguez**  
Broker

Each Office is Independently Owned and Operated

# **DISTINCTIVE REALTORS**

**JIM & TERESA DeBRUYN**

October 7, 1992

Office of the Secretary  
Federal Communications Commission  
1919 "M" St, N.W.  
Washington D.C. 20554

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MAIL BRANCH

Re: **DOCKET NO. 92-90**  
**TELEPHONE CONSUMER PROTECTION ACT OF 1991**

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

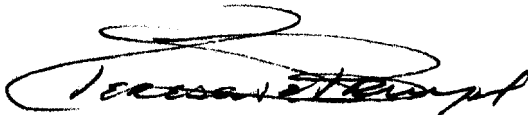
Dear Sir or Madam,

My career as a real estate Broker depends on the ability to make person-to-person solicitations to residential homes, especially during challenging economic adjustment cycles as we are experiencing.

Our profession, like those of politicians, must be able to make contact with the public, garner their confidence, and assist them in realizing the American Dream of homeownership. The most effective way to secure our future is being able to contact as many clients/customers as possible in a time and cost effective manner, the telephone.

Many prospective and existing homeowners need to be apprised of the opportunities available. With so much negative comments being spread, please allow us to continue to spread good news of how many jobs they will create by purchasing a home, and how they will benefit from homeownership. Let's face it, the real estate industry is vital to the economic recovery. **DO NOT ALLOW A GREATER HARDSHIP TO BEFALL OUR INDUSTRY, THAT WILL INHIBIT OUR ABILITY TO PROVIDE FOR OUR FAMILIES.**

Sincerely,



**Teresa DeBruyn**  
**Real Estate Broker**



**Jim DeBruyn**  
**Real Estate Broker**

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OFFICE OF THE SECRETARY

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We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

*Sharon Kitterman*

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL  
BANKER**

(619) 670-2535 BUSINESS  
(619) 670-2533 FAX  
(619) 464-2425 RESIDENCE

**SHARON KITTERMAN**  
REALTOR®

COLDWELL BANKER  
RESIDENTIAL REAL ESTATE  
3322 SWEETWATER SPRINGS BLVD, SUITE 101  
RANCHO SAN DIEGO, CA 91977

Multi Million Dollar Producer



OFFICE OF THE SECRETARY  
FEDERAL COMMUNICATIONS COMMISSION  
ATTN. DOCKET NO. 92-90

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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SINCERELY,

*Ann L. Milano*



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owned and operated."

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

October 9, 1992

Federal Communications Commission  
1919 M Street NW  
Washington, D.C. 20554

RE: Docket No. 92-90

Attn: Office of the Secretary

This letter is to let you know how critical cold calling is for us in the real estate industry.

This part of our business is vital to our success and if we are restricted from this activity we feel that it is an infringement on our rights as independent contractors.

It is our sincere hope that we can continue to do business and provide our professional level of service through telephone communications.

Sincerely,

RE/MAX Canyon Creek Realty Inc.

**RE/MAX® Canyon Creek Realty, Inc.**

22232 17th Avenue S.E. #207  
Bothell, WA 98021 • (206) 481-8888

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

October 7, 1992

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1919 M Street, N.W.  
Washington, D. C. 20554  
Attn: Docket No. 92-90

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We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

Karen Harris  
Coldwell Banker  
670-2512

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10/9/92 OCT 14 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

To Whom it may concern:

Referring to Docket No. 92-90, Telephone Consumer Protection Act of 1991, please do not draft regulation to restrict person-to-person solicitations to residential homes.

We have too many restrictions tying our hands already in the real estate industry. This is how we make our living. The effects of this regulation would be catastrophic to our business. Please!

Sincerely,  
Colleen Morrison

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MAIL BRANCH







October 9, 1992

Office of the Secretary  
F.C.C.  
Attn: Docket No. 92-90  
1919 M. Street, N.W.  
Washington, D.C. 20554

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MAIL BRANCH

Cat & Paul  
CRS, CRP, 100% Club

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OCT 14 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

*I am a residential Realtor at Re/Max of Valencia, and I am expressing my opposition to your pending regulation which would restrict person to person solicitations to residential homes. Telephone "cold" calls are fundamental to my personal business success, and to the success of the real estate industry in general.*

*Any restrictions on phone usage for direct contact is a severe restriction to my personal business income. Please stop this pending legislation re: Docket No. 92-90.*

Sincerely,

*Cat Humphries*  
Cat (Cathy C.) Humphries

**RE/MAX** of Valencia

23822 Valencia Blvd., Ste. #101  
Valencia, California 91355  
(805) 255-2650



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OCT 14 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

October 6, 1992

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OCT 13 1992

MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M. Street, N.W.  
Washington, D.C. 20554

To Whom It May Concern:

This letter is to let you know that I as a residential real estate agent cannot continue to be successful in this business if I am restricted from making cold calls on the telephone. I am imploring you not to draft a regulation to restrict person-to-person solicitations to residential homes.

The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

*Elizabeth M. Abio, President*

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OCT 13 1992

ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

MAIL BRANCH

October 6, 1992

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

*Atti. M. L. M.*



**Leading Edge**

21 South Main Street  
Ludlow, Vermont 05149  
Business (802) 228-5111  
Fax (802) 228-8434

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

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MAIL BRANCH

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OCT 14 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

October 5, 1992

To Whom it May Concern,

Restricting person-to-person solicitations to residential homes could have a devastating effect on our business of Real Estate!! Many of us rely on our real estate business to feed our families, pay our mortgage and survive in general. "Cold calling" is an important source of business for us, in which we simply are offering a service to buyers and sellers of real estate. Please consider this when dealing with Docket No. 92-90, Telephone Consumer Protection Act. Thank you for your consideration.

  
Sincerely,



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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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October 6, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

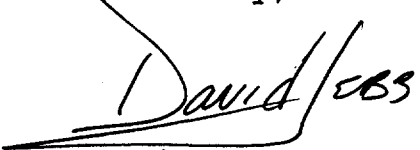
Dear Sirs/Madam:

I am a top producing realtor in Southern California. A sizable portion of my income each year is made by telemarketing. For this reason I employ two to three young adults to assist me in the task of disseminating not only value real estate information to homeowners, but also helping people who may desire relocation information, re-financing information and neighborhood sales information.

I feel that if the F.C.C. infringes upon the honest hard working people by attempting to restrict and regulate our telemarketing activities than you are interfering with the free market economy. Government policies are helpful to the majority in most instances, but when they restrict those of us providing jobs and tax revenues and the free market economy -- enough is enough!

Please don't further regulate those of us trying to make an honest living in the residential sales market by regulating real estate related telemarketing.

Sincerely,

  
David Jebb  
Realtor

# Beyond the call of Duty

David's quest for excellence and excitement has always roused him beyond the call of duty. In his former career as a police officer, David became the "point man", always "In the forefront of the action". Today, in real estate, he takes the same bold strides.

David's innovative approach to contingent home sales is a prime example. He's cultivated a long term network of dynamic builders and developers that enable him to come through for you – with superior results. He's got a personal marketing plan for you and the connections and commitment to make it work.

It's a life long love of challenge that stokes David's creativity and energy. Where other realtors find roadblocks, David fashions opportunities. He loves helping families find their way home.

"There's a real excitement in my work everyday," he explains. "That's because everybody who decides to move out of the comfort zone into their dream home stretches. When they achieve this dream, I get more satisfaction seeing this happen than from any medal I ever received."

Come home with  
David Jebb, the Right Real  
Estate Connection.



The Right Connection

## David Jebb

McMillin Realty  
2916 Jamacha Road  
Rancho San Diego, CA 92019  
(619) 670-JEBB (5322)

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

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October 6, 1992

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The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

A handwritten signature in cursive script, appearing to read "Ricky Myers".

A MEMBER OF THE BEARS FINANCIAL NETWORK



MOUNTAIN GALLERY,  
REALTORS®

RECEIVED

OCT 13 1992

MAIL BRANCH

42153 BIG BEAR BLVD.  
P.O. BOX 6820  
BIG BEAR LAKE, CA 92315  
BUS. (714) 866-3481

October 8, 1992

TIMOTHY R. WOOD  
Broker Associate

Office of the Secretary  
Federal Communications Commission  
ATTN: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

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OCT 14 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

To Whom it May Concern:

I have been advised that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitation to residential homes. I wanted to take this opportunity to express my concerns to you regarding this issue.

I am in the real estate business and I live and work in a mountain area called Big Bear Lake. Big Bear is a four season resort community. A majority of homes are vacation homes for people who live in other areas. "Cold" calling is an essential business tool that we use to its full advantage to provide our services. A large portion of our business transactions are done by telephone and mail.

I urge you to abolish Docket No. 92-90. Thank you.

Sincerely,

Timothy R. Wood  
President

*Same sentiments!*  
*Beverly LaRogue*



A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL  
BANKER**

LEISURE  
REAL ESTATE

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MAIL BRANCH  
FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

P.O. BOX 1059  
3293 MAIN STREET  
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October 8, 1992

Office of the Secretary  
Federal Communications Commission  
Attn. Docket No. 92-90  
1919 M. Street, N.W.  
Washington D.C. 20554

To whom it may concern:

I feel strongly that it is extremely important to my business to be able to continue to make person to person solicitations into residential homes.

I also feel it is important to my sellers that this marketing tool not be taken away.

I would hate to see the proposed regulation - docket No. 92-90, Telephone Consumer Protection Act of 1991 - be put into effect.

Sincerely,

*Howard Sheckter*  
Howard Sheckter  
Realtor  
Coldwell Banker  
Leisure Real Estate

